



USDA BioPreferredSM Program

What is the BioPreferredSM Program

The USDA BioPreferredSM Program, a biobased products procurement program, requires Federal Government agencies to give purchasing preferences to businesses that provide products composed totally, or in large part, of renewable domestic, agricultural or forestry materials.

Established from the Farm Security and Rural Investment Act (FSRIA) of 2002, the program requirements state that

all federal agencies must give preference to biobased products that have been designated by the program unless:

- **the product is not reasonably available**
- **the products fail to meet performance standards for the application intended**
- **the products are available only at an unreasonable price.**

Currently 170 items are classified within designated categories as approved for purchase, including

hydraulic fluids to hand cleaners to clothing and containers. "Congress created this program to spur demand growth for new biobased products, grow domestic demand for agricultural commodities, and encourage development of processing and manufacturing in rural communities," states Dr. Marvin Duncan, Senior Agricultural Economist in the Office of Energy Policy and New Uses within the U.S. Department of Agriculture.

Program Authorization, Requirements, Products

The FSRIA Act defines biobased products as commercial or industrial products that are composed, in whole or in significant part, of biological products or renewable



Dr. Marvin Duncan, USDA

domestic agricultural materials

(including plant, animal, and marine materials) or forestry materials. Items are generic groupings of products and are designated by rule making. Once designated, all 'qualifying' products within a designated item are eligible for preferred procurement. Federal agencies have up to one year to implement procurement preference.

A qualifying biobased product is consistent with the definition in statute:

- the biobased content must be

known;

- the environmental and health effects of the product use must be available;
- product performance, as tested against industry recognized standards, is known;
- designation is based on providing reliable and relevant information to the federal agency.

By statute, food and feed, motor vehicle fuels, and electricity are excluded from the program. Alternative fuels can apply.

Examples of BioPreferredSM Items

- Composite panels
- Durable plastic films
- Clothing products
- Biodegradable cutlery
- Biodegradable containers
- Greases
- De-icers
- Hand cleaners and/or sanitizers
- Hydraulic fluid for mobile uses

For a complete list, refer to <http://www.biobased.oce.usda.gov/fb4p/designationitems.aspx>

**For more information please contact:
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Program Defined to NW Ohio Businesses

More than 60 attendees learned ways that governmental agencies and local companies can enhance the nation's energy security,



Attendees at the BioPreferredSM Program

protect our environment, and increase rural economic development through new markets for agricultural products during a BioPreferredSM Program at the Hilton Toledo Hotel. Congresswoman Marcy Kaptur, in conjunction with the Center for Innovative Food Technology, hosted a seminar designed to demonstrate and encourage area companies to participate in selling biobased products to the Federal Government. Regional business and Federal Government representatives explained

the program and encouraged businesses to investigate this market opportunity and grow the local economy.

Representatives from the National Parks Service and Defense Logistics Agency both presented information on how purchasing decisions are made within their respective entities. These are the two main purchasing agencies for biobased products, and both continue to explore new items that can enhance their efforts in providing environmentally responsible solutions to individual needs.

Ms. Avery Sledge, Director, Toledo Procurement Technical Assistance Center (PTAC), at the Toledo Regional Chamber of Commerce, capped off the session by describing Toledo PTAC goals and services including:

- Orientation
- Registration Assistance
- Market Assistance and Procurement Histories

"Your conference was an excellent opportunity to learn about products and technology that we may have an interest in pursuing. Anything we can do to promote locally-owned businesses in Ohio is positive for all of us."

*-Charlie Carr
The Andersons, Inc.*

"Your program was very helpful for not only those who have a biobased product, but also those who are looking at future biobased opportunities."

*-John Schauff
Spartan Chemical Co.*

- Bid/Proposal Assistance
- Pre-Award/Post-Award Assistance
- Bid Matching



Mr. Charles Miller, Business Opportunity Specialist, Defense Supply Center Columbus, Defense Logistics Agency, The Department of Defense

What Does the Program do for Manufacturers?

The BioPreferredSM Program creates a preferred market for biobased products, provides large scale demonstration of biobased products' performance in use, spurs development of new biobased products, and develops alternatives to fossil energy based products.

Manufacturers can help get more products designated. Items must go through the rule making process and consideration of USDA before becoming approved. The approval procedure is lengthy, but once a product is designated, new market opportunities arise. Companies currently manufacturing a biobased product or having the potential to do so can benefit from participation in this initiative.



Mr. Todd Repass, Chief, Procurement Policy, USDA

The U.S. Federal Government is the world's largest buyer of goods and services. "Purchases by military and civilian installations amount to nearly \$400 billion a year. In 2006, USDA procured \$4.8 billion of that amount."

-Todd Repass, USDA

The Center for Innovative Food Technology can provide direction and assistance to a manufacturer who has a product or innovative idea for this initiative. Contact us today.